

Message Text

UNCLASSIFIED

PAGE 01 BRIDGE 00490 222039Z

62

ACTION ARA-10

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /018 W

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R 202027Z MAR 74

FM AMEMBASSY BRIDGETOWN

TO USDOC WASHDC

INFO SECSTATE WASHDC 6894

UNCLAS BRIDGETOWN 0490

E.O. 11652: N/A

TAGS: BEXP EDIS BB

SUBJ: REQUEST FOR USG ASSISTANCE IN MAJOR EXPORT ORDER

1. D.M. SIMPSON AND CO., LTD. (1969) PROMINENT LOCAL CONSULTING ENGINEERS HAVE REQUESTED EMBASSY ASSISTANCE IN EXPEDITING ORDER OF LARGE AMOUNT (ESTIMATED US \$75,000) OF INDUSTRIAL EQUIPMENT FROM U.S. FIRM WHICH HAS THUS FAR FAILED TO RESPOND TO REQUESTS FOR PRICE QUOTATION. SIMPSON CLAIMS IT REQUESTED PRICE QUOTATION ON LARGE INDUSTRIAL FLY ASH ARRESTER FOR INSTALLATION IN LOCAL SUGAR FACTORY FROM ZURN INDUSTRIES, INC., (PRESIDENT: FRANK W. ZURN), 2214 W. 8 TH ST., ERIE, PENNA. 16512 BY LETTER ON MAY 16, 1973. RECEIVING NO RESPONSE, SIMPSON SAYS IT MADE SUBSEQUENT QUERIES ON OCT 13, 1973, IN DEC OF THAT YEAR AND AGAIN IN JAN 1974, ULL OF WHICH HAVE REMAINED UNANSWERED. SIMPSON CANNOT UNDERSTAND LACK OF RESPONSE ON THIS ORDER SINCE IT PURCHASED IDENTICAL ITEM TWO YEARS AGO AND SINCE IT CONTINUES TO RECEIVE ADVERTISEMENTS AND OTHER LITERATURE FROM AMERICAN FIRM.

2. SIMPSON CLAIMS THAT IT HAS BEEN EXTREMELY PLEASED WITH ZURN EQUIPMENT OVER THE YEARS AND WISHES TO REORDER FROM ZURN BECAUSE MANY OF LOCAL FACTORIES HAVE INSTALLED FITTINGS WHICH ACCORD WITH ZURN SPECIFICATIONS. ALTHOUGH SIMPSON WOULD BE INTERESTED IN RECEIVING PRICE QUOTATIONS FROM OTHER U.S. SUPPLIER, IT IS PUSHED FOR TIME AND CLAIMS TO HAVE FIRM OFFER FROM U.K. FIRM WHICH IT PLANS TO ACCEPT IF ZURN EQUIPMENT UNAVAILABLE.

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3. ACTION REQUESTED: IN VIEW OF RELATIVELY LARGE AMOUNT THIS

EXPORT ORDER AND POSSIBILITY THAT SALE WILL BE LOST TO
FOREIGN COMPETITOR, REQUEST USDOC CONTACT ZURN COMPANY TO
DETERMINE CAUSE OF NON-RESPONSES AND TO EXPEDITE SENDING
OF PRICE QUOTATION DIRECTLY TO:

D.M. SIMPSON & CO., LTD. 1969
POBOX 234
BRIDGETOWN, BARBADOS, W.I.
TELEPHONE: 62241
ATTN: PETER SIMPSON
CABLE: SIMPSON'S BARBADOS.
DONOVAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROCUREMENT, FOREIGN ASSISTANCE, INDUSTRIAL EXPORTS, EMBASSIES, PRICES, BUSINESS FIRMS
Control Number: n/a
Copy: SINGLE
Draft Date: 20 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
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US Department of State
EO Systematic Review
30 JUN 2005

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To: n/a
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